

## Message Text

UNCLASSIFIED

PAGE 01 CARACA 05501 142205Z

65

ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 OES-06 FEA-01 /025 W

----- 018592

R 142124Z MAY 76

FM AMEMBASSY CARACAS

TO SECSTATE WASHDC PRIORITY 3200

INFO USDOC WASHDC

UNCLAS CARACAS 5501

E.O. 11652: N/A

TAGS: BEXP, VE

SUBJECT: MARKET RESEARCH - MULTIPLE THEME CONTRACT

REF: STATE 110535

1. EMBASSY HAS RECEIVED SPECIFICATIONS FOR FIRST TWO THEMES, AND HAS BEGUN PRELIMINARY DISCUSSIONS WITH SEVERAL POTENTIAL CONTRACTORS.

2. AS A CONSEQUENCE OF THESE DISCUSSIONS, A POTENTIALLY SERIOUS PROBLEM HAS ARISEN. EMBASSY ORIGINALLY ADVISED CONTRACTORS THAT ONE THEME WOULD BE THE PETROCHEMICALS INDUSTRY. HOWEVER, SPECIFICATIONS FOR PETROCHEMICAL STUDY ENCOMPASS INCREDIBLY BROAD RANGE OF UPSTREAM AND DOWNSTREAM INDUSTRY SECTORS, SUCH AS PETROLEUM, PLASTICS, FIBERS, PHARMACEUTICALS, PAINTS, ETC.

3. HAVING SEEN THESE SPECIFICATIONS, CONTRACTORS ARE UNLIKELY TO CONSIDER SIGNING A CONTRACT CALLING FOR SIX INDUSTRY SECTOR STUDIES WITHOUT HAVING HAD AN OPPORTUNITY TO SEE WHAT THE SPECIFICATIONS CALL FOR, BEYOND WHAT IS SUGGESTED BY THE THEME TITLE.

4. FURTHER, THE EMBASSY IS COMPELLED TO ADVISE MRD THAT IF PETROCHEMICALS SPECIFICATIONS ARE TYPICAL OF SUCCEEDING SPECIFICATIONS, CONTRACTORS ARE LIKELY TO OFFER VERY EXPENSIVE PROPOSALS, NO PROPOSALS, OR, ALTERNATELY, TO RENDER SUPERFICIAL TREATMENT OF THE INDUSTRY SECTORS RESEARCHED. NEITHER USDOC NOR EMBASSY WILL BENEFIT FROM A RESEARCH PROJECT CONTRACTED FOR

UNCLASSIFIED

PAGE 02 CARACA 05501 142205Z

BY A FIRM WHICH ITSELF, HAS NO EXPECTATION OF PRODUCING A STUDY

OR STUDIES CONFORMING TO THE SPECIFICATIONS, FOR A FEE WITHIN  
CURRENT BUDGET LIMITS.

5. EMBASSY FEELS THAT SINCE THESE BUDGET LIMITS ARE INFLEXIBLE,  
THE BREADTH AND DEPTH OF THE RESEARCH SPECIFICATIONS MUST THERE-  
FORE BE ADJUSTED TO REALISTIC DIMENSIONS. EMBASSY WILL APPRECIATE  
USDOC COMMENTS AND ADVICE.

6. EMBASSY RECOMMENDS THAT PROPOSED MULTI-THEME PAYMENT SCHEDULE  
BE REVISED AS FOLLOWS: FIVE 20PERCENT PARTIAL PAYMENTS, PAID AS  
FOLLOWS: UPON SIGNATURE OF CONTRACT; ON COMPLETION OF FIRST  
TWO STUDIES; ON COMPLETION OF THIRD AND FOURTH STUDIES; ON  
COMPLETION OF FIFTH AND SIXTH STUDIES; AND FINAL PAYMENT AFTER  
USDOC APPROVAL OF ALL SIX STUDIES. SUCH A SCHEDULE WILL AVOID  
A POTENTIALLY AWKWARD SITUATION WHEREBY THE PERCENTAGE OF  
CONTRACTOR COMPENSATION EXCEEDS THE PERCENTAGE OF CONTRACTOR  
PERFORMANCE.

7. UPON RECEIPT OF USDOC RECOMMENDATIONS CONCERNING THE ABOVE  
POINTS, EMBASSY WILL ACT PROMPTLY TO MINIMIZE DELAYS IN MARKET  
RESEARCH COMPLETION SCHEDULE.  
ASENCIO

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 14 MAY 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976CARACA05501  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760187-0626  
**From:** CARACAS  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1976/newtext/t19760555/aaaaburl.tel  
**Line Count:** 83  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 76 STATE 110535  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CollinP0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 14 JUN 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <14 JUN 2004 by wolfsd>; APPROVED <26 JAN 2005 by CollinP0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MARKET RESEARCH - MULTIPLE THEME CONTRACT  
**TAGS:** BEXP, VE  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006